A63761
3/7/89

MTI MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

For further editorial information contact:
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone: (904) 249-0448
Fax: (904) 249-0459

FOR RELEASE: IMMEDIATELY

JANUARY 1989 BILLINGS FOR METAL TREATERS OUTPACE JANUARY 1988 BY 14.5%

January 1989 sales reached $48.7 million, substantially above the January 1988 figure of $42.6 million.

Commercial Heat Treaters' performance in January topped the previous month by 7.4%.

All nine MTI districts topped their January 1988 sales total.

A summary of percentage change by geographic regions follows:

	District	Jan 89 vs. Jan 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	3.2	3.2
2	Middle Atlantic (NY-NJ-E.PA-MD)	16.7	16.7
3	South Central (W.PA-OH-IN-KY)	15.4	15.4
4	Michigan	19.1	19.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	23.1	23.1
6	North Central (IL-WI-MN-MO-IA)	12.5	12.5
7	Pacific Coast (CA-AZ-ORE-WASH)	9.2	9.2
8	Southwest (TX-OK-AR-CO-LA-UT)	13.7	13.7
9	Canada	19.9	19.9

A6376-1

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

JANUARY, 1989

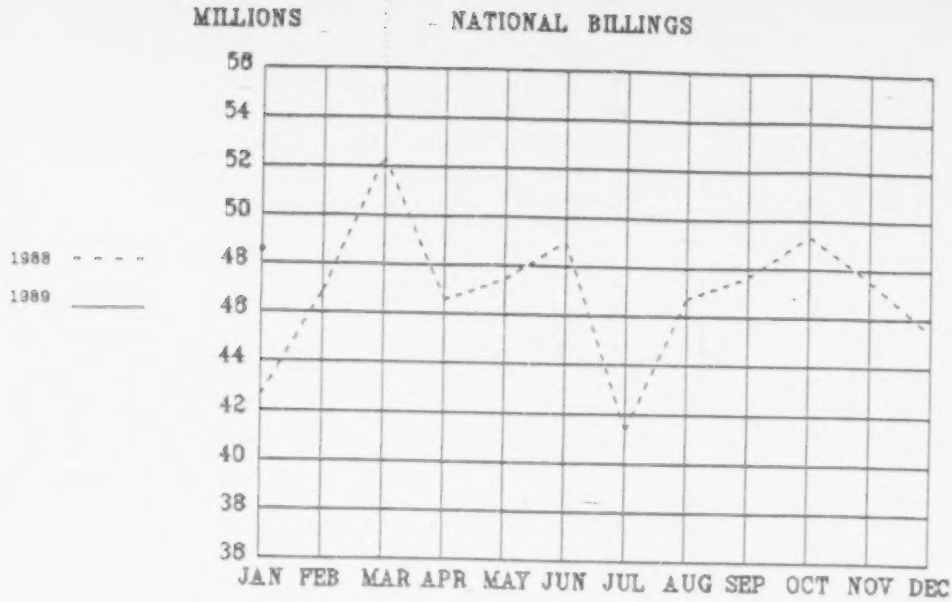
BILLINGS FOR MONTH

	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	214	42551.5	48742.5	14.5	100.0	100.0
Dist. 1	16	3067.2	3164.0	3.2	7.2	6.5
Dist. 2	26	4165.1	4862.7	16.7	9.8	10.0
Dist. 3	39	7184.9	8289.2	15.4	16.9	17.0
Dist. 4	24	5851.9	6971.8	19.1	13.8	14.3
Dist. 5	17	2258.9	2780.6	23.1	5.3	5.7
Dist. 6	32	7726.2	8690.4	12.5	18.2	17.8
Dist. 7	26	5539.0	6050.9	9.2	13.0	12.4
Dist. 8	19	2775.5	3156.9	13.7	6.5	6.5
Dist. 9	15	3982.8	4776.1	19.9	9.4	9.8
Foreign	0					

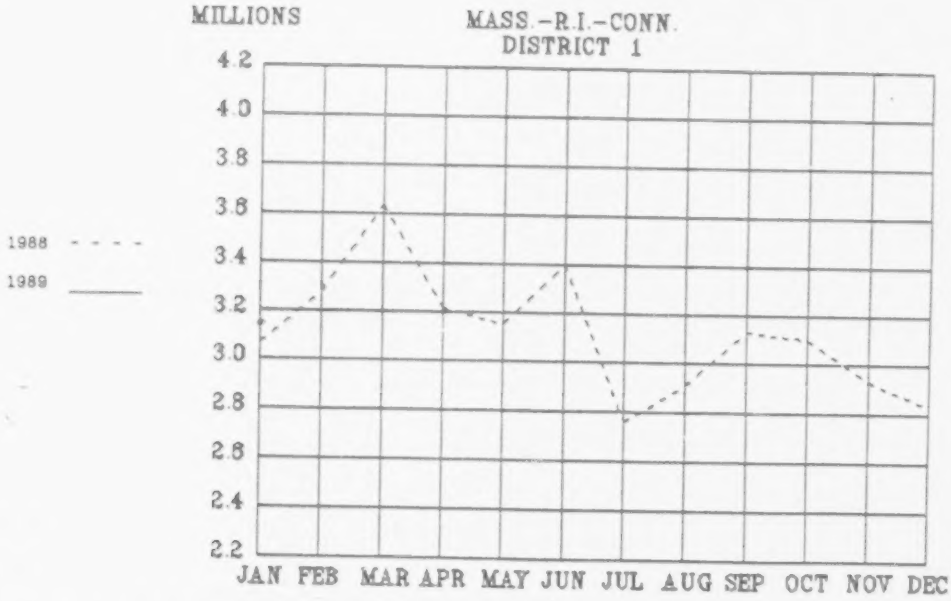
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	42551.5	48742.5	14.5	100.0	100.0
Dist. 1	3067.2	3164.0	3.2	7.2	6.5
Dist. 2	4165.1	4862.7	16.7	9.8	10.0
Dist. 3	7184.9	8289.2	15.4	16.9	17.0
Dist. 4	5851.9	6971.8	19.1	13.8	14.3
Dist. 5	2258.9	2780.6	23.1	5.3	5.7
Dist. 6	7726.2	8690.4	12.5	18.2	17.8
Dist. 7	5539.0	6050.9	9.2	13.0	12.4
Dist. 8	2775.5	3156.9	13.7	6.5	6.5
Dist. 9	3982.8	4776.1	19.9	9.4	9.8

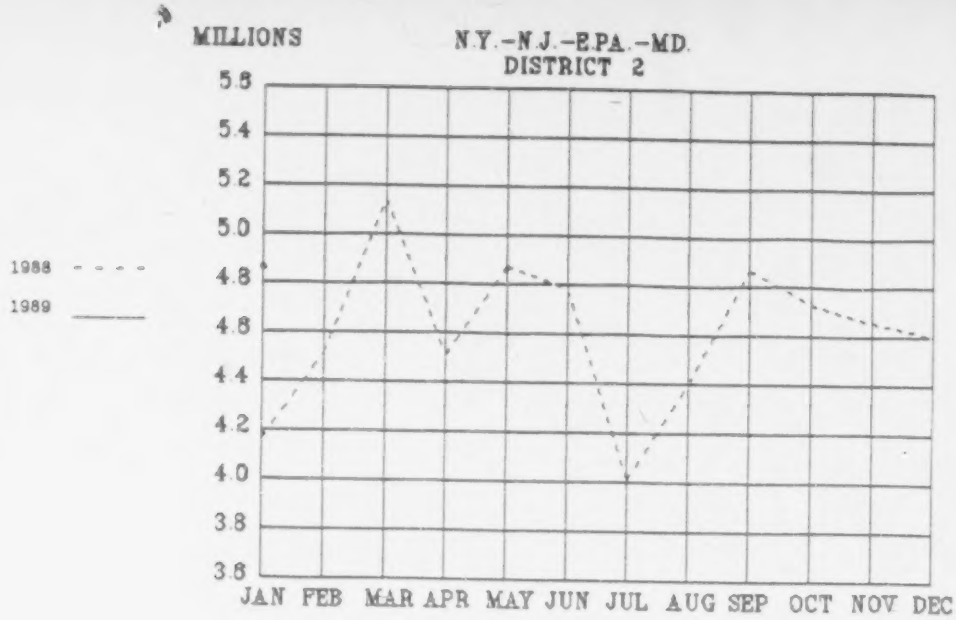
NOTE: For the graphs on the following pages JANUARY is represented as a "dot" on the far left vertical axis.



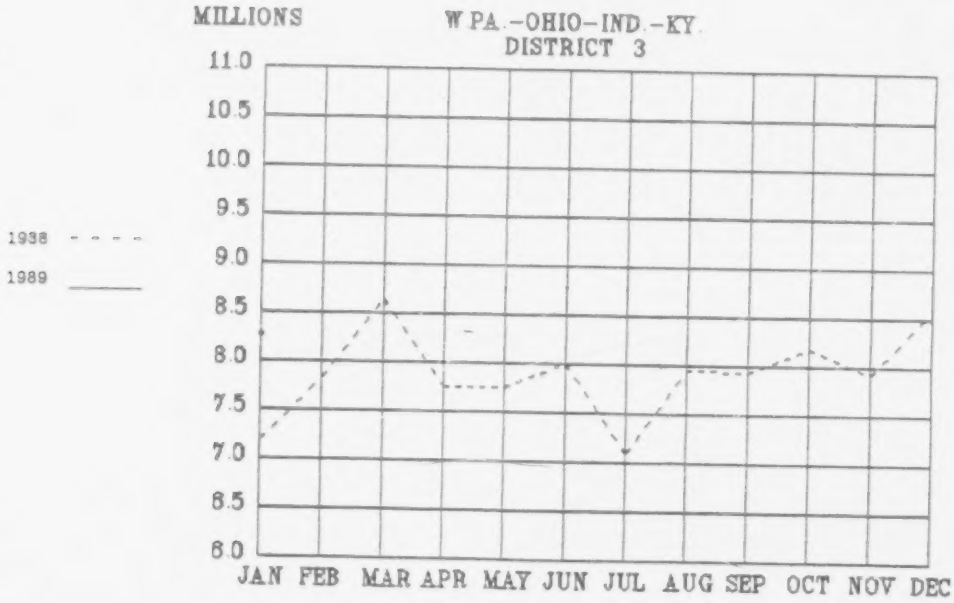
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.5											
% Change	Cumulative	14.5											



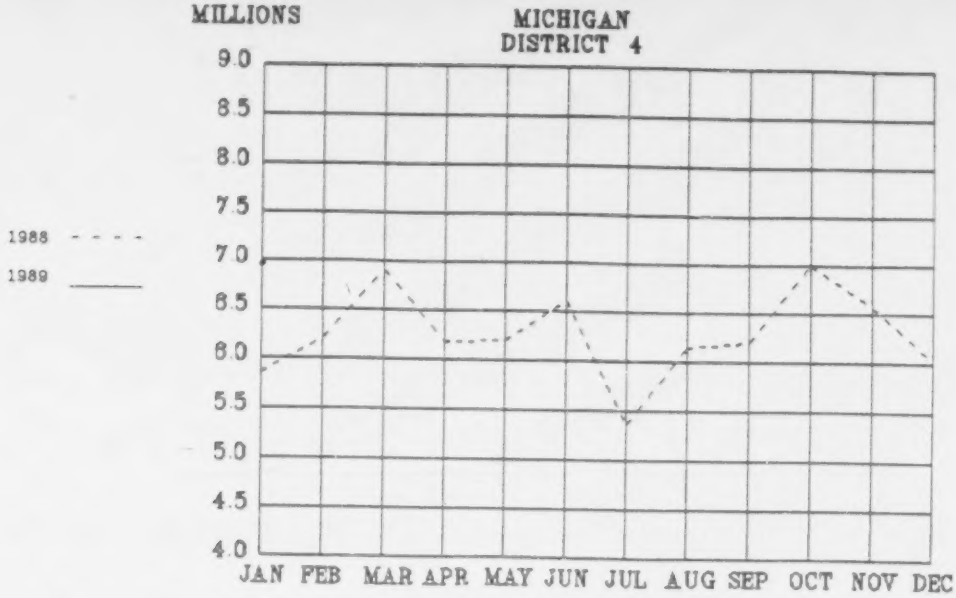
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.2											
% Change	Cumulative	3.2											



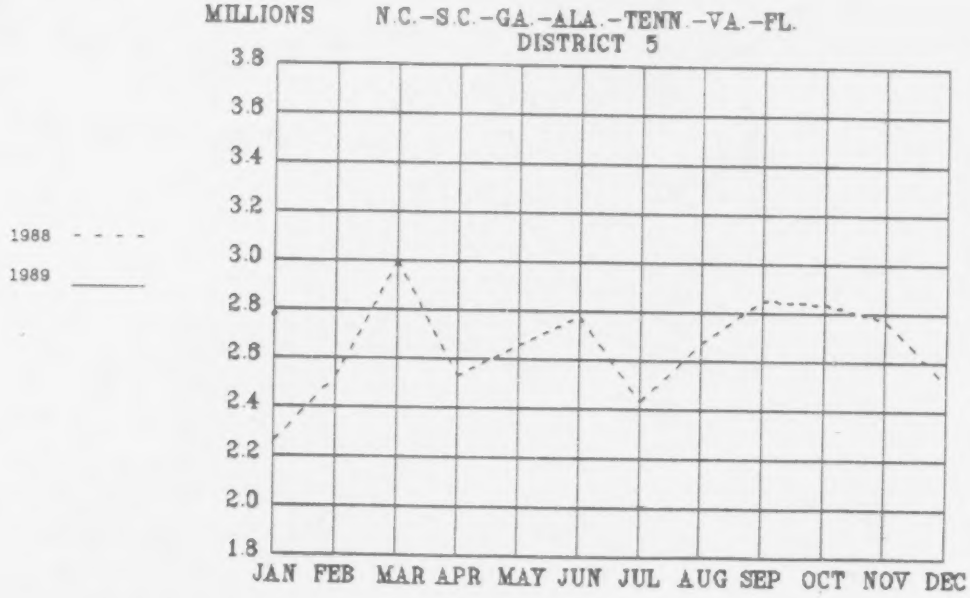
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.7											
% Change	Cumulative	16.7											



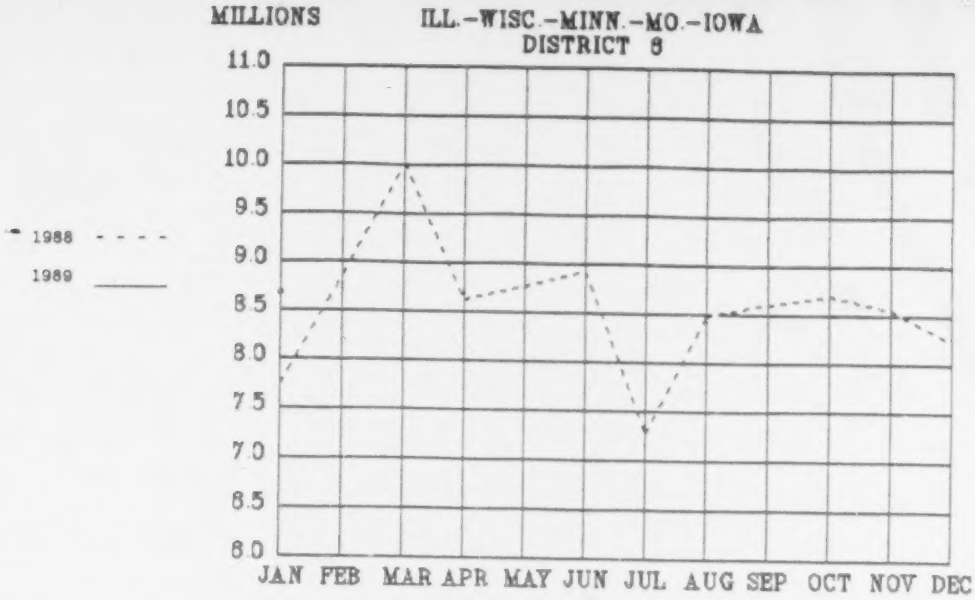
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.4											
% Change	Cumulative	15.4											



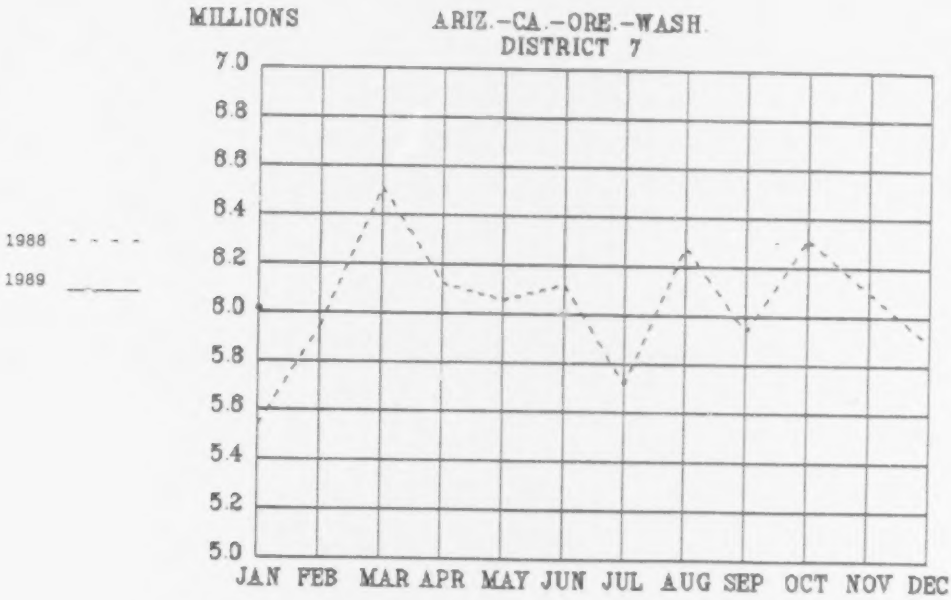
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1											
% Change	Cumulative	19.1											



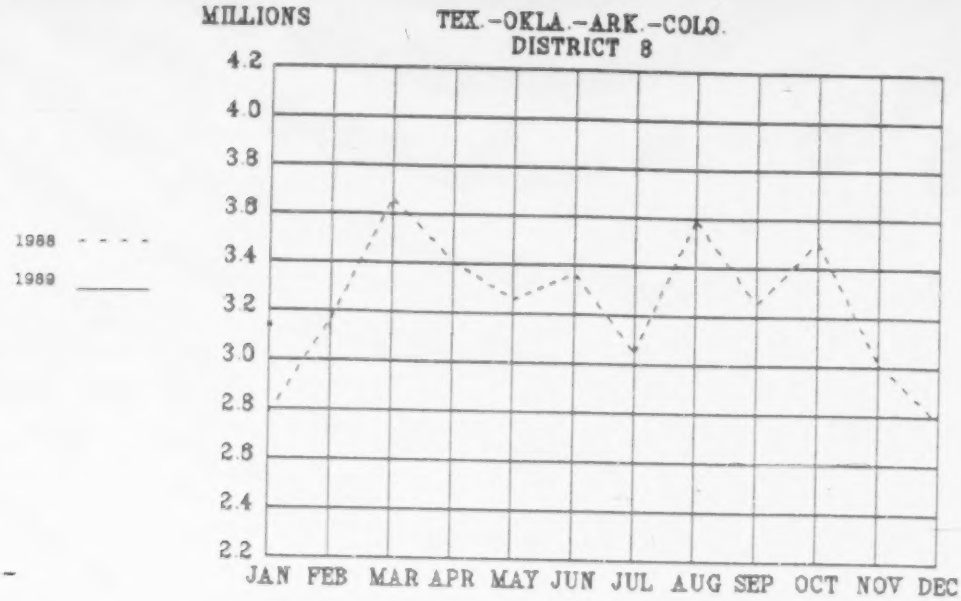
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	23.1											
% Change	Cumulative	23.1											



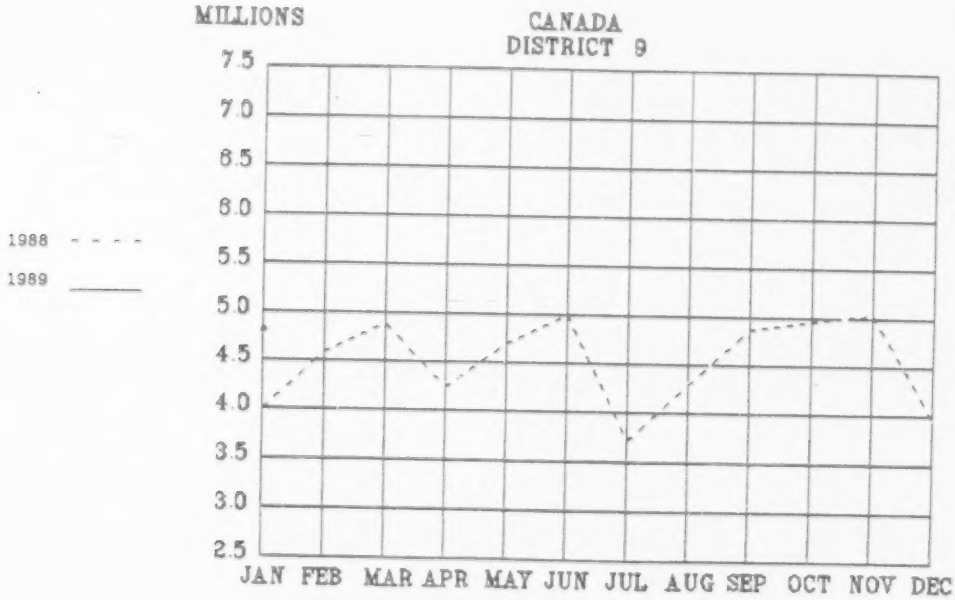
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.5											
% Change	Cumulative	12.5											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	9.2											
% Change	Cumulative	9.2											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.7											
% Change	Cumulative	13.7											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.9											
% Change	Cumulative	19.9											